

Business Opportunity for Concession Development and Operation at Scenic Lake Berryessa

The Bureau of Reclamation requests proposals from qualified interested parties for the development, management and operation of long-term commercial services at five large recreation areas at Lake Berryessa. The five areas include Putah Canyon, Monticello Shores, Berryessa Point, Spanish Flat and Steele Canyon Recreation Areas. Bids will be received for 75 days in spring/summer 2015.

To register at the Federal Business Opportunity website and for information on how to submit a business proposal, please visit <http://www.fbo.gov>. To learn more about this business opportunity, please visit the Lake Berryessa Prospectus website at <http://www.usbr.gov/mp/cao/berryessa/>.

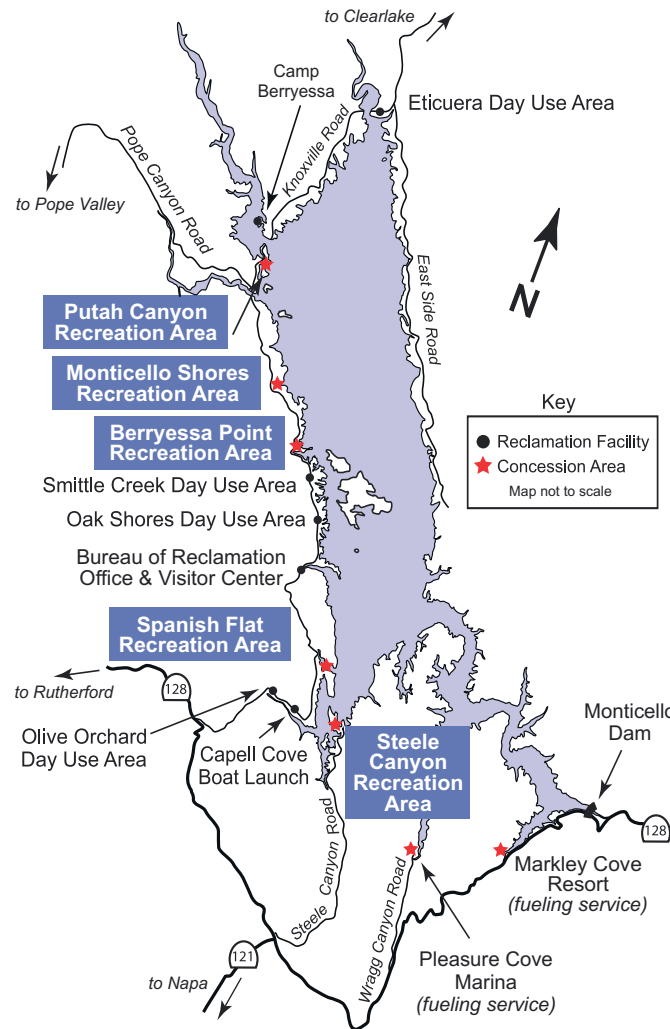
For additional information, please contact Peggi Brooks, Chief, Recreation Resources Division, Central California Area Office, at 916-989-7128 (TTY 800-877-8339), pbrooks@usbr.gov, or fax 916-989-7208.

Lake Berryessa

Lake Berryessa is located in eastern Napa County, California, approximately 20 miles northeast of Napa and 25 miles west of Winters. The lake is a short drive from the renowned Napa Valley wine country and from wilderness recreation in the nearby Cedar Roughts and Knoxville Recreation Areas. Lake Solano County Park and private resorts are just to the east. The lake is readily accessible by millions of potential visitors as it is within a 1-3 hour drive of the San Francisco Bay area, Sacramento and many other cities in Northern and Central California.

Set in the beautiful coast range, Lake Berryessa is the second largest reservoir in California, with 165 miles of shoreline and a storage capacity of 1.6 million acre-feet. The mild Mediterranean climate favors year-round boating and fishing as well as swimming, camping, picnicking, hiking, biking and wildlife viewing. The lake currently has about 500,000 visitors annually, with an anticipated growth to more than two million within the contract term.

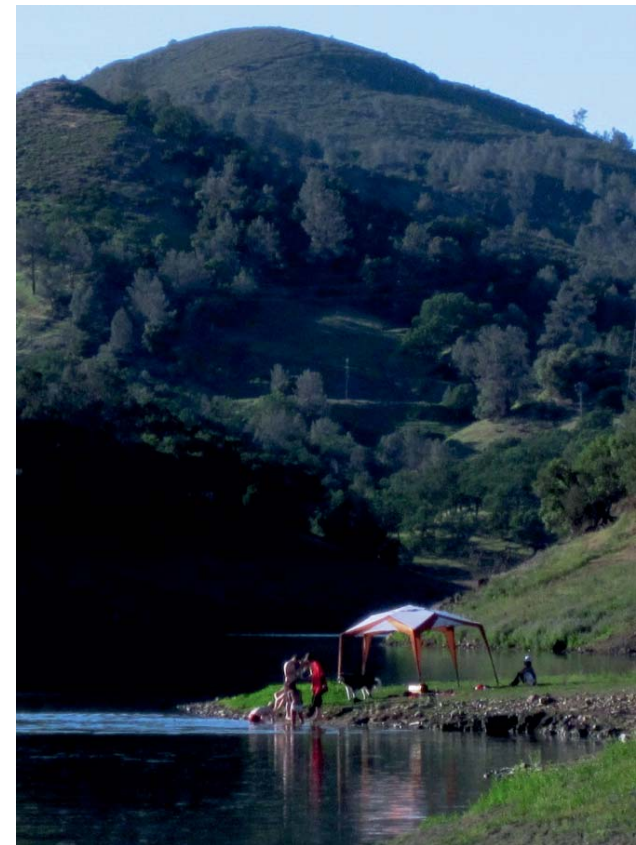
Lake Berryessa Recreation Areas



U.S. Department of the Interior
Bureau of Reclamation
Mid-Pacific Region

RECLAMATION
Managing Water in the West

Business Opportunity at Lake Berryessa



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April 2015

Lake Berryessa

Concession Prospectus

The Lake Berryessa Concession Prospectus provides for the development of new commercial recreation services and support facilities for short-term recreation users in attractive and convenient locations along the shore of Lake Berryessa. Reclamation will provide an opportunity for prospective bidders to tour the recreation areas, see future recreation services locations and submit questions regarding these concession business opportunities.

The new concession operations will provide recreation opportunities including full-service marinas with pleasure craft and houseboat rentals, slip rentals for pleasure craft and houseboats, and marine fuel; dry boat storage; boat launch ramps; retail sales; rustic overnight lodging; restaurants; full-service RV sites and tent camping sites; and trail connections.



Required support facilities will include paved and unpaved roads, marina access ramps, parking lots, lighting, restrooms, water and wastewater systems, power and landscaping. Additional services are authorized for each of the five areas. Some facilities will initially be provided by Reclamation.

Reclamation is providing conceptual site planning and detailed infrastructure design to guide the development of recreational opportunities at all five areas.

Reclamation will also complete National Environmental Policy Act (NEPA) documentation for site layouts and infrastructure so that development can begin shortly after new concession contracts are awarded. Successful bidders will be responsible for site-specific NEPA documentation for phased site development beyond infrastructure, as well as any necessary permits.

Development at all areas is expected to occur in phases as outlined in the Prospectus, with the bulk of development in Phases 1 and 2: Phase 1 starts in year 1, Phase 2 starts in year 6 and Phase 3 starts in year 11.



The concession businesses will be conducted under the terms and conditions of concession contracts between the successful bidder(s) and Reclamation. Contracts will have 30-year terms. Bidders may place bids on any or all five of the Recreation Areas, either singly or bundled to realize cost savings from combined operations; however, Reclamation will not award more than three sites to any one bidder.

Reclamation requires payment of a minimum franchise fee of 1 percent, an industry “bargain,” in recognition of the need for concessionaires to develop all new recreation facilities and support services at these five Recreation Areas. As an offset for some development costs, Reclamation will allow a “Supplemental Surcharge” to be added to recreation fees collected by concessionaires.



Successful bidders will have demonstrated that they can provide high-quality, short-term recreational opportunities in accordance with the Prospectus requirements, have the necessary experience and expertise in the hospitality industry, and have financially sound business proposals.



Draft and final planning documents associated with the Prospectus will be made available on the Lake Berryessa Prospectus website: Market Assessment Report, Conceptual Site Plans, Draft Infrastructure Plans and 60-Percent Designs, Financial Feasibility Evaluation and Environmental Compliance documents.

More information about Lake Berryessa is available at <http://www.usbr.gov/mp/ccao/berryessa/>.